

Cornell University Cooperative Extension NWNY Dairy, Livestock & Field Crops Team



NORTHWEST NEW YORK DAIRY, LIVESTOCK & FIELD CROPS TEAM

2014 Corn Silage Will Be a Challenge in Many Ways

By: Jerry Bertoldo

Corn crop conditions vary greatly over the region depending on planting dates, rainfall amounts and soil types. The absence of freeze warnings in long range forecasts into late October, does not help predict delayed harvest conditions at this point. The one common factor regardless of present growth and maturity of the crop was the lack of heat and sunshine this summer.

Nutrient Composition

Cloudy cool weather decreases photosynthesis which reduces the amount of sugar produced by the plant. Excessive moisture will divert sugar towards providing energy for building protein, fibrous cell wall components and lignin. This will result in higher indigestible fiber if corn goes to maturity for silage. Immature corn however, will have considerably less lignin and score well on fiber digestibility. The accelerated deposition of lignin with less ear and kernel mass contributes to lower overall plant energy values. The percentage of protein in immature corn silage trends higher, reflecting the drop in grain content.

Sugars fuel the lactic acid forming bacteria critical in the fermentation and stabilization of silages. Fortunately, most immature corn has higher sugar levels than normal. It is the low plant dry matter of immature corn ranging



between 25 and 30% that spells trouble for preservation, dry matter loss and feed out (aerobic) stability. Excess water reduces the effectiveness of organic acids produced, promotes leaching and favors unwanted fermentation products that can be detrimental to cow health.

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Mission Statement

The NWNY Dairy, Livestock & Field Crops team will provide lifelong education to the people of the agricultural community to assist them in achieving their goals. Through education programs & opportunities, the NWNY Team seeks to build producers' capacities to:

- Enhance the profitability of their business
- Practice environmental stewardship
- Enhance employee & family well-being in a safe work environment
- Provide safe, healthful agricultural products
- Provide leadership for enhancing relationships between agricultural sector, neighbors & the general public.

Continued from page 1

The starch content of immature corn silage harvested in the dough stage can be very low, ranging from 5-20% as compared to the typical 25-40%. Overall energy values of this stage of maturity silage range between 80 and 95% of normal.

Harvesting considerations (from Dr. Larry Chase)

The biggest challenge is the moisture content of immature corn silage. It is not uncommon for these plants to be < 30% DM when they are ready to harvest. Key points to think about are:

- If at all possible, wait until whole plant dry matter is > 32-34% dry matter. Harvesting wetter increases runoff from the silage and makes it difficult to get a good fermentation.
- It has been shown that the plant DM value obtained with a Koster tester is about 2 units higher than actual plant dry matter. A 33% DM determined with a Koster is really about 31%. Keep this in mind when interpreting the results and deciding when to harvest.
- Whole plant dry down rates are about 0.5% per day in September. You can use this as a gauge for harvesting. If your corn silage is 28% DM today, it will be about 10 days until it reaches 32% DM. Since the dry down rate is variable, you should double check whole plant DM before starting harvest.
- Store any immature corn silage in a separate storage facility if possible.
- Monitor what's actually coming out of the <u>Harvester!</u>
- There are too many factors (hybrid, stand density, DM, maturity, field speed, etc.) that determine the actual particle size of the material leaving the chopper. The only way to know if the settings are right is to monitor particle size and kernel breakage.
- Take some samples during harvest and have them analyzed to provide a base of information on the nutrient content of the crop.
- Check chopper settings and particle size of the material coming out of the chopper. If using the Penn State box, target 10-20% on the top screen

and < 40% in the pan.

- If ear and kernel development is poor, kernel processing is probably not needed.
- Follow normal silage management practices of filling fast, packing and covering the top with plastic or the newer oxygen limiting silage covers.
- Immature corn silage should be high in sugar content to provide readily available carbohydrates to support fermentation. However, it may be lower in the normal bacterial population coming into the silo from the corn plant. The addition of a lactic acid based inoculant may be beneficial to stimulate fermentation.
- If possible, give the silo 3-4 months after filling before beginning to feed the silage out.

Remember the storage essentials

- pack bunkers as well as possible in layers as thin as possible
- silage inoculants are good insurance policies, but not miracle cures
- cover when finished, even if is for a couple of days in between filling, as soon as you can
- use heavy gauge 5 or 6 mil plastic or better yet oxygen barrier product even on the top of upright silos!
- keep plastic from separating and blowing off with sufficient tires or sand bags
- do not allow bunk area to accumulate water to ruin the bottom of the silage mass
- AgBags are great storage tools, but do not turn garbage into good feed
- Keep track of where differing quality corn silage is going



Preweaned Calves Impact Profit

By: Kathy Barrett, Cornell PRO-DAIRY Program

Average Herd Size, Milking & Dry Animals Non-Completion Rate*, Dairy Replacements

Attainable goals for a heifer raising program include raising healthy replacements that are ready to breed at 13 to 15 months, and deliver a calf at 22 to 24 months, with little to no complications. Slow growth, sickness and poor body condition lead to delayed breeding, which leads to delayed calving, which translates to increased expense. That expense shows up in having to feed and care for more animals to have enough replacements. The heifer herd size chart below demonstrates the impact of increased age of first calving.

100

8.00%

Number of Heifers Maintained, All Ages, for Various Calving Ages and Replacement Rates

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Cow Replacement Rate, %						
Calving Age	20	25	30	35	40	45
Months 20	35	43	52	61	70	78
22	38	48	57	67	77	86
24	42	52	63	73	83	94
26	45	57	68	79	90	102
28	49	61	73	85	97	110
30	52	65	78	91	104	117

* Non-completion rate represents the percent of heifers that start replacement system that don't enter the dairy herd. Prepared by: Jason Karszes, Senior Extension Associate, PRO-DAIRY, Cornell University

This chart is simple and clear, but it doesn't tell the whole story. The cost of raising replacements is one of the largest expenses associated with producing milk, trailing behind feed costs and labor. The preweaned calf stage of the replacement program is the most costly per pound of gain. This is driven primarily by feed costs and then by labor costs. Jason Karszes, Cornell PRO-DAIRY, conducted a study to evaluate heifer raising costs in 2012. The data does not represent the average of all NY dairy farms; it does indicate the relative costs of raising replacement.

Breakdown of Cost of Raising Heifers by Stage of Growth 17 NY Dairy Farms, 3rd Quarter 2012, NY

Cost Per Pound of Gain						
Stage of Growth						
	Birth to 200 lbs.	201-700 lbs.	701-850 lbs.	851-Calving		
Feed	\$1.714	\$0.678	\$0.811	\$1.122		
Labor	0.0805	.140	0.125	0.230		
All Other Costs	0.610	.415	0.571	0.857		
Total	\$3.128	\$1.233	\$1.507	\$2.209		

Feed costs are impacted by the type and amount of feed fed and how it's delivered. Waste milk, whole milk, milk replacer and various combinations of the three can produce healthy calves that grow well. The goal has traditionally been to implement the feeding program with the most cost effective average daily gain. Standard practice has been to gradually reduce the amount of liquid feed a calf receives to stimulate her to eat dry feed, thus saving on feed costs.

Accelerated feeding programs during the preweaned stage take a different approach. Calves are fed higher volumes of nutrient dense liquid feed than the norm. This results in higher daily feed costs. But these higher costs are offset by improved performance in other areas. These calves tend to experience lower mortality and morbidity rates and earlier age of first breeding and calving. More notable is the research that indicates heifers raised in a well-managed intensive program produce an extra 1,700 lbs. of milk during the first lactation (Soberon et al., 2012; Van Amburgh, 2011).

Labor costs are primarily dictated by the feed delivery method and housing system. These two aspects of caring for the preweaned calf go hand in hand. Not surprisingly calves housed and fed individually have higher labor costs. Group housing and feeding have lower labor costs. Although labor costs are extremely important, other considerations should include the skill of the calf person to observe and understand calf behavior, technology, comfort level and disease control.

To explore this topic in more depth, attend the regional calf management programs offered through a partnership of Cornell Cooperative Extension, the Wyoming County Dairy Institute and Cornell PRO-DAIRY.

These programs will be offered statewide at six video conferencing sites from 6:30 to 9:00 pm October 28, October 30, November 4 and November 6. A farm walk with demonstrations and discussion will follow (see below for details). Cost is \$50 per person. Register with the regional site.

Program participants will also receive a \$40 voucher toward the full day registration fee for the NWNY Team and PRO-DAIRY "Calf & Heifer Congress" December 10 and 11 at the RIT Inn and Conference Center, Rochester, NY.

Calf Management Training for WNY				
Program Topics:	Program Dates & Times			
Oct 28 - Young Calf Care: Dr. Kim Morrill	CCE Classroom Sessions October 28 & 30 & November 4 & 6			
Oct 30 - Impact of Environmental Factors: Dr. Theresa Taraska	6:30 - 9:00 PM			
<i>Operation Overview with Focus on Data Capture:</i> <i>Panel Discussion</i> with Mike McMahon, Dave Stockwell, DVM & Paul Tillotson, (organic farmer)	On-Farm at: Thornapple Farm 2179 Peoria Road, Leicester, 14481 10:00 - 3:00 p.m.			
Nov 4 - Calf Nutrition and Delivery from Birth to Weaning:				
Dr. Fernando Soberon	Program Locations:			
Nov 6 - Calf Management Issues: Corwin Holtz	CCE Wyoming Co & Ontario Co.			
Nov 8 - On - Farm Program: Thornapple Farm, 2179 Peoria	Register Contact: Eva McKendry: 585-786-2251			
Road, Leicester This program qualifies for Farm Service Agency Borrower Credits	Questions Contact: Jerry Bertoldo: 585-281-6816 Libby Gaige: 607-793-4847			

Wet Weather Means More Soybean Diseases in 2014

By: Mike Stanyard

Most folks will tell you that you need moisture in August to make a good soybean crop. Well, we have had plenty throughout the region this growing season. My front lawn normally goes brown and dormant in August, but not this year. The lawnmower has been kept fat and happy all summer! Despite many later planted beans the crop has looked good. National Ag Statistics Service (NASS) has estimated that soybean acreage for harvest increased 43% from 278 thousand acres in 2013 to a record high 397 thousand acres this year. Yields are estimated at a record high 49 bushels per acre (NASS news release 9/15/14).

The one downfall with extra moisture is the possibility of some serious diseases. I have seen more fusarium, anthracnose, phytophthora, brown stem rot, and white mold infected plants than I care to see in one year. To top it off we found a new disease, northern stem canker, which we have not seen in NY before. A couple of these diseases attack early but we don't see the symptoms for most of them until the pod-fill stages.

Phytophthora. I see this disease almost every year in those low spots that can remain wet. While many times it is grouped in with some of the early infecting diseases like fusarium and anthracnose, soybeans don't usually show the symptoms until pod-set. The whole plant turns off-color and begins to wilt. This is a soil borne disease so if you cut the stem





longitudinally you will see the stem is browning from the soil line upward. Once you have this disease in a field it never goes away. Resistance is the only management option.

White Mold. Mother nature provided the perfect environment for this fungus in 2014. If you have had white mold in a field in the past and you had beans in that field this year, you had white mold. Once you see it, it is too late to control it. Fungicides are only effective if you can protect all of the flowers. This means multiple fungicide applications are necessary to be effective.

If you have white mold, what can you do now as harvest approaches? Harvest fields with white mold last. White mold has hard black reproductive structures called sclerotia that can be spread by the combine to unaffected fields. Leave the sclerotia on top of the soil. UV light and many natural fungi will break them down. No-till into a non-host crop next year. Rotate out of soybeans for a minimum of three years to allow the maximum number of sclerotia to sporulate. There are no resistant varieties available yet but choose the highest tolerant variety your seed dealer has available.

Stem Canker. This fungus is found throughout other soybean growing states but has not been identified here before. It favors cool wet conditions. Lesions will begin at a node and eventually girdle the plant, killing everything above the node. It can be confused with white mold looking at the plant symptoms but



there is no white fuzzy mold on the stem below. This fungus lives mainly on old soybean debris from the previous year. Additionally, fields with a history of alfalfa can also be affected as it is an alternate host. It is possible to see more of this disease in the future with no-till operations and bean-after-bean rotations. Choose the highest stem canker resistant varieties in these planting situations.

BOA in a Day **Beef Quality Assurance Workshop**

Saturday, October 11, 10 am - 2:30 pm Hidden Canyon Farm, 3041 Layton St Rd, Lyons, NY

Registration begins at 9:30 am \$25/person, additional family/farm member is \$15 Includes BQA manual and lunch Send a check payable to CCE, attn. Cathy Wallace, 420 E. Main St, Batavia, NY 14020, or register online at: http:nwnyteam.cce.cornell.edu/event.php?id=160 Registration with payment is required by October 7! Register early! Class size is limited! For Questions, call Nancy Glazier, 585.315.7746 Brought to you by Cornell Cooperative Extension with support from the Beef Checkoff.





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Cash Flow Budgeting and Margin Protection Program Decisions

By: John Hanchar and Joan Petzen

Summary

- Margin Protection Program for dairy producers (MPP) rules and mechanics have been established by USDA.
- The web based MPP Decision Tool is operating as an effective and flexible decision aid for selecting coverage level and percentage.
- For some producers, who choose to make MPP decisions based upon expected cash needs for a future period, cash flow budgeting can be a valuable approach.

Margin Protection Program for Dairy Producers

See Joan Petzen's article from the September 2014 issue of <u>Ag Focus</u> titled "Farm Bill Implements More Risk Management Choices" for background. Joan did well to emphasize the safety net aspects of the program.

Rules and mechanics with respect to eligibility, enrollment, coverage level selection, payments to producers, premiums, and other factors have been established. To learn more, see <www.fsa.usda.gov/ mpptool>, Dairy markets and Policy Program <http://dairymarkets.org/MPP/>, Joan Petzen's article and, or contact your local FSA office.

The web based MPP Decision Tool is operating as an effective and flexible decision aid. The tool is 100 percent secure, has 24/7 access, and is 100 percent free. Visit <www.fsa.usda.gov/mpptool>, or <www.dairymarkets.org/mpp>. See how entering a coverage year, and actual production history for your farm generates expected fees and premiums, expected payments (benefits to the producer), and expected net returns (expected payment minus expected fees and premiums) for coverage levels ranging from \$4.00 to \$8.00 per cwt. in \$0.50 increments. The coverage level is understood to reflect a margin between milk income and feed costs.

Some producers will choose to approach selection based upon expected need, asking the question, "Which coverage level and percentage makes the most sense given expected cash needs for the future period?" For these producers, budgeting to determine expected future needs from a cash flow perspective will be valuable.

The Cash Flow Budget

A cash flow budget for projecting the business' ability to meet cash obligations in a timely manner for a future period summarizes the expected cash inflows (cash farm receipts, money borrowed, capital sales, non farm income) and outflows (cash farm expenses, principal payments, capital purchases, withdrawals for family living and other personal withdrawals). For MPP purposes, the projection would help the producer establish the lack of need or need, often projected as an excess or deficit, respectively, of cash for purposes of selecting MPP coverage level and percentage.

Continued on page 14

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On a Farm Near You...

Hidden Canyon Farm

By: Nancy Glazier

This is a return home for Steve Olson. Steve coowns with his brother the farm he grew up on, and he owns with his wife, Sue, the farm to the north. They raise natural beef selling to Northeast Family Farms and some freezer trade. What gives Steve the leg up was his 30-year career with the USDA as a Livestock and Meat Marketing Specialist with the Agriculture Marketing Service. He helped develop new meat cuts – flat iron, Denver, tri tip, Ranch cut, to name a few.

Since Steve is trained in breaking down primals for retail cuts, he has worked with processors to develop the value-added cuts for his freezer beef customers. I asked Steve for some clarification on this and how he uses the information to improve his herd:

We price our freezer beef according to cut out value, the yield of trimmed value added cuts and ground beef. A great cut-out value for our program is 60% or higher. That is if a 300 pound side will yield 180 pounds of trimmed cuts. The USDA yield grades, which are predictor grades for yields of trimmed cuts, are based on the ribeye area (REA) in relationship to fat thickness over the ribeye and carcass, carcass weight, and internal fat. What I have found to be a good indicator is the size of a portion of the gluteus medius muscle. The gluteus medius is the principle muscle within the center cut top sirloin steak. A portion of it, known to the meat cutting world, is known as the 'baseball cut'. I keep data on all of the carcasses we have processed, and the size of that muscle seems to correlate with cut out values of our steers and heifers. This information, along other variables, is then used in our genetic selection criteria.

Sue works closely with the herd veterinarian on vaccine protocol and recordkeeping. They both feel they couldn't run the operation without the assistance of their vet. Another essential component is the cattle handling system. They have it set up so they can move the chute anywhere they need it on the farm with a skid steer.

Steve grazes 65 brood cows on 35 acres of pasture looking to add some pasture in the near future. He also grows hay, soybeans and corn that he uses to make feed. After crop harvest he opens the farm up to the cows to graze and plans to graze some cover



crops he planted in August.

Steve has a split calving season with a spring and fall calving season. He utilizes a maternity pasture close to the barn to monitor calving. He weans calves at 5-6 months then puts them on a starter ration which includes a mix of oats, ground ear corn, distiller grains, soymeal. The starter ration is formulated to be between 14-16% crude protein and developed the ration using the Pearson's Square. When the calves reach 650 to 700 pounds, they are then put on a finishing ration consisting of ground ear corn, distiller grains, and soymeal. Both rations include a VigortoneTM mineral mix that includes cinnamon and garlic (Cinnagar). His goal is to finish the cattle in 12 months' time, with an average gain of 5 lb. a day.

On Saturday, October 11 Steve will be opening the farm up to participants for a Beef Quality Assurance (BQA) training. He is already certified, but he sees the importance of promoting the program. BQA is a voluntary program to educate producers on cattle care and handling, recordkeeping, proper vaccination use and storage, to enhance consumer confidence in beef.

BQA is a national program. In NY, there are 2 levels of certification. Level 1 requires a producer to attend classroom training and take a short test, attend a chuteside training and give an injection, and sign a contract. Level 2 is the above requirements plus having a Veterinarian Client Patient Relationship (VCPR) contract with a veterinarian. For more information on this workshop see page 7 for more details, or contact Nancy.

Steve would also like to do a workshop on adding value to 'freezer trade' producers. Let me know if you would be interested in that topic.

Late Season Field Crop Fertility

By: Bill Verbeten

As corn and soybean harvests wrap up across western NY farmers will be making some late season fertility applications to prepare for the 2015 growing season provided we don't get buried in snow this month. This article discusses nitrogen, potassium, phosphorous, and lime applications in the fall.

Fall Nitrogen for Corn

In parts of the Midwest the practice of fall applying nitrogen deep in the soil is common (Figure 1), but not in our area of the world. We generally don't have the time to get these applications in and if we did there are almost always losses over the winter. However there are some farms in our region where this is done and some practices can increase the chances of success. First of all you need to wait until the soil temperature falls below 50°F. Ammonium nitrogen changes over to nitrate nitrogen above 50°F by the process of nitrification leading to an increased risk of nitrogen loss. Using ammonia nitrogen, preferably anhydrous ammonia, is more stable over the winter months and won't be lost as easily as nitrate nitrogen. Adding a nitrification inhibitor to fall applied ammonia nitrogen (such as N-Serve or Guardian) may help reduce losses, but spring applications of nitrogen are generally more effective. For more discussion on enhanced efficiency nitrogen sources see the Cornell Factsheet at http:// nmsp.cals.cornell.edu/publications/factsheets/

factsheet45.pdf. Applying deep fall nitrogen will not be effective on sandy soils as the nitrogen will probably leach out. Make sure you know how to safely handle anhydrous ammonia before you consider using it, http://www.nwnyteam.org/ submission.php?id=449&crumb=grains|3.

Thinking about trying to break down corn residue with nitrogen fertilizer? It probably won't work as research in Wisconsin has shown it's not worth the investment, http://cornandsoybeandigest.com/ fertilizer/can-fall-nitrogen-applications-break-downcorn-stover. Instead make sure you evenly spread



Figure 1: Applying Anhydrous Ammonia Source: NRCS

your corn residue as it comes out of the combine and let the soil do its job. Incorporating some of the residue into the soil with vertical tillage or full-width tillage will also increase the speed of residue breakdown.

Potassium

Potassium is the second most used nutrient by many field crops and fall is a great time to get some on fields that need it. Soybeans generally remove more potassium per acre than corn so it's a good idea to get some potash or potassium sulfate on after the corn comes off the field. Once the haylage fields go dormant (usually early October) it's good idea to get out there to resupply potassium since alfalfa, like soybeans, has high K requirements. For small grains, potassium applications increase test weight, improve grain fill, reduce disease, and improve stalk strength. It is better to apply the potassium prior to small grain planting compared to topdressing once the crop is growing.



If required, fields going into corn can also receive potassium in the fall. Potassium is able to move down into the soil over time after broadcast applications making it a good fit for reduced tillage and conventional tillage systems. There is the potential for potassium to leach out of lighter, sandy soils so waiting until spring or using lower rates are advised if there is not a crop or cover crop alive in the field over winter. If working with reduced tillage systems consider applying some banded potassium to corn or soybeans in the spring, especially if soil K test levels are low and no potassium is broadcasted the previous fall. Liquid manure is a valuable source of potassium, with 90% of the K coming from the urine fraction, http://ir.library.oregonstate.edu/xmlui/bitstream/

handle/1957/14768/

em8586.pdf;jsessionid=3283ACB051527D59732C89 8EE8D480A1?sequence=1.

Phosphorous

It is not uncommon for phosphorus fertilizer to also be broadcasted in the fall in an attempt raise soil test levels on cash grain fields. Dairies almost never apply phosphorus fertilizers since they have more than they need in their cows' manure. The one exception is using small amounts of starter or pop-up phosphorous fertilizers close to the seed. Unlike potassium, phosphorous does not tend to move very far in the soil profile. If soil tests are low in phosphorous, getting some manure from a nearby dairy or placing some fertilizer closer to the seed is recommended.

Late Season Liming

The fall season is also a great time to get some lime out on your fields to maintain or increase your soil pH. In reduced tillage systems, lower amounts of lime should be applied every other season or annually to combat pH stratification in the upper soil layers. Frequent liming is needed in reduced tillage systems because the effect of lime slowly moves down the soil profile (~1/4 inch a year). The chemical reactions raising soil pH throughout the plow layer happen more quickly in conventional tillage systems due to mixing the soil. Because of this, farmers using fullwidth tillage often apply larger amounts of lime less often compared to their no-till/reduced-till neighbors. Typically the lime is applied in the fall ahead of a plow down and is very well mixed by secondary till-



Figure 2: Serpentine Soils (orange areas) in the US Source: BONAP.org

age passes in the fall or spring.

Lime the soil based on the pH requirements. There is little-to-no research data supporting the idea that balancing cation ratios will increase crop yield, crop/soil quality, or improve nutrient uptake. Some soils will naturally be a little low in Mg and using a dolomitic lime (containing Mg) to raise the pH will supply more Mg than a crop will remove. For example: 5 tons (DM) of grass removes about 150 lbs./acre of Ca and 30 lbs./acre of Mg. Applying 1 ton/acre of dolomitic lime supplies 435 lbs./acre of Ca and 260 lbs./ acre of Mg. The ton of lime supplies nearly 3 times the Ca and over 8 times the Mg removed by the grass crop. Furthermore research in Wisconsin has shown that varying the Ca:Mg ratio from 2:1 to 8:1 had no effect on yields, http://www.soils.wisc.edu/extension/ pubs/A2986.pdf. For folks grazing dairy or beef animals adding some MgO with molasses to the mineral mix in the spring should help prevent grass tetany, which can occur if pasture Mg tissue levels fall below 0.12% DM. There are a very small number of areas in the Northeast (eastern side of the Appalachian Mountains) and the Pacific Coast where serpentine soils are present (Figure 2) which have extremely low Ca:Mg ratios that would justify management to change the ratios. Almost none of these are present in NY.

BQA in a Day Beef Quality Assurance Workshop

> *Saturday, October 25* 10:00 a.m. - 2:30 p.m.

CCE - Orleans County 12690 Route 31, Albion Registration begins at 9:30 a.m. \$5 per person / \$10.00 per manual Registration with payment is required by:

October 22

To register contact: Cathy Wallace: 585.343.3040 x138 For questions, contact: Nancy Glazier: 585.315.7746

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October 6, 1:00 p.m.

Presented by: Phil Durst & Stan Moore Extension Dairy Cattle http://www.extension.org/pages/29156/upcomingdairy-cattle-webinars#.VBb_KdhOXIV

Technology Tuesday Webinar Series: Downed Cows & End of Life Decisions

October 7, 8:30 - 10:00 a.m.

Presented by: John Tyson Penn State Extension http://extension.psu.edu/animals/dairy/courses/ technology-tuesday-series

Margin Protection: What's Right for you

October 13, 1:00 p.m. *Presented by:* John Newton, University of Illinois Hoards Dairyman http://www.hoards.com/webinars

Technology Tuesday Webinar Series: Modernization of Dairy Businesses

October 21, 8:30 - 10:00 pam.

Presented by: John Tyson Penn State Extension http://extension.psu.edu/animals/dairy/courses/ technology-tuesday-series



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Characteristics of effective cash flow budgeting include the following.

- LaDue, Schuelke and Mensah-Dartey offer some basic rules to follow to ensure useful projections (LaDue, Eddy L., Jacob Schuelke and Virgil Mensah-Dartey. 2000. <u>CASHPRO: A Computer</u> <u>Spreadsheet for Projecting Annual Cash Flows</u> and Pro Forma Income Statements.)
- 1. Project cash flows from accrual (or accrual adjusted) receipt and expense values.
- 2. Exclude unusual occurrences from the base year data used for projections.
- 3. For each receipt and expense item, ask, "Do I expect the value to change? If yes, then by how much and why?"
- 4. Be sure to adjust for inflation.
- 5. Livestock farms that grow forages or concentrates should carefully assess their forage and/or concen-

trate balance whenever significant changes are expected in the size or composition of the animal herd or cropping program.

• Sensitivity analysis and critical review of the projections enhance the usefulness and validity of projections.

The CASHPRO electronic spreadsheet with instructions is available at:

<http://agfinance.dyson.cornell.edu/tools.html>. Monthly, whole farm, cash flow budgeting is also an option. Again, see:

<http://agfinance.dyson.cornell.edu/tools.html> for a monthly cash flow budgeting tool.

To learn more about developing cash flow projections, visit the team's website at <www.nwnyteam.org> and type "cash flow budgeting" in the "search our entire site" window and, or contact John Hanchar, or Joan Petzen.



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October 2014

Save the Date...

- Beef Quality Assurance Workshop, 10:00 a.m. 2:30 p.m., Hidden Canyon Farm, 3041 Layton St Rd., Lyons. Registration begins at 9:30 a.m., RSVP by: October 7. To register contact: Cathy Wallace, 585-343-3040 x138 or cfw6@cornell.edu Questions??? Contact: Nancy Glazier: 585-315-7746
- 22 **BQA Training, classroom portion,** 6:00 p.m., Ann Street, Ovid, Fee: bring a dish to pass, Contact information: Jim & Mary Fravil, 607-582-6881 or jfravil@empacc.net
- 25 *Beef Quality Assurance Workshop*, 10:00 a.m. 2:30 p.m., CCE-Orleans Co., 12690 Route 31, Albion, Registration begins at 9:30 a.m., RSVP by: October 22. To register contact: Cathy Wallace, 585-343-3040 x138 or cfw6@cornell.edu **Questions???** Contact: Nancy Glazier: 585-315-7746
- 28 Calf Management Training, Young Calf Care, see page 5 for more details.
- 30 *Calf Management Training, Impact of Environmental Factors,* see page 5 for more details.

November 2014

- 4 *Calf Management Training, Calf Nutrition and Delivery, from Birth to Weaning,* see page 5 for more details.
- 6 *Calf Management Training, Calf Management Issues,* see page 5 for more details.
- 11-12 *Agribusiness Strategic Marketing Conference,* "New, Niche, and Non-Traditional Market Opportunities: Developing a successful and profitable relationship for all" The Inn on the Lake, 770 South Main Street, Canandaigua, NY
- 12 *Field Crop Dealer Meeting*, 1:00 5:00 p.m., Holiday Inn Syracuse/Liverpool 441 Electronics Parkway, Liverpool, NY 13088, CCA & DEC credits will be requested. Contact: Jenn Thomas-Murphy, 607-255-2177 or jnt3@cornell.edu

December 2014

- 9 **2014** Agribusiness Economic Outlook Conference, Warren Hall, Cornell University, Contact Gretchen Gilbert at: 607-254-1281 or gcg4@cornell.edu.
- 10-11 Calf & Heifer Congress, RIT Inn & Conference Center, 5257 W. Henrietta Road, Henrietta

January 2015

- 14 *Corn Congress*, 8:30 a.m. 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia
- 15 *Corn Congress*, 8:30 a.m. 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo

February 2015

- 4 WNY Soybean/Small Grains Congress, 8:30 a.m. 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia
- 5 *Finger Lakes Soybean/Small Grains Congress*, 8:30 a.m. 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo

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